

	A	B	C	D	E	F	G	H
1								
2		GOVERNMENT'S ESTIMATE OF A REASONABLE CONTRACT PRICE						
3		Building:		Franconia Complex				
4		Building Number:		VA0506ZZ,VA0507ZZ				
5		Street Address:		6810 Loisdale				
6		City:		Springfield VA 22150				
7		Contract Number:		GS-11P-03-YEC-0009				
8		Estimate For:		Preventative Maintenance				
9				CBA Adjustment		Option Year 3 of 4		
10						05-01-11 04-30-12		
11		SECTION I: LABOR COST						
12	1	Productive Labor	8,320	hrs. per year	X			
13	2	Supervision	1885	hrs. per year	X			
14	3	Vacation's						
15	a.	Productive employee (40 HR)	320	(2 weeks X hourly rate)				
16	b.	Supervisory employee	80					
17	4	Holiday's						
18	a.	Productive employee (8*5)	320	hrs. X hourly rate in 1.a.				
19	b.	Supervisory employee		hrs X supv. hrly rate				
20	5	Sick Leave Pay						
21	a.	Productive employee	320	Employee Paid When Sick				
22	b.	Supervisory employee		Employee Not Paid When Sick				
23	6	Total Wage Cost		(Sum of Lines 1 thru 5)				
24	7	Health & Welfare Cost	10400	hrs. X (H & W rate)				
25	8	Workman's Compensation		(10% of labor cost on line 6)				
26	9	Payroll Taxes		(11% of line 6 (SUTA, FUTA, FICA))				
27	10	Other Fringes Benefits	10400					
28	11	Total Labor Cost		(Sum of lines 7 thru 10)				
29	12	Total Payroll Costs		(Sum of lines 6 and 11)				
30								
31		SECTION II: OTHER DIRECT COSTS						
32	13	Supplies & Materials		Hours PM Avion				
33	14	Equipment/parts		(1 %) of cost on line 12				
34	15	Uniforms Maint./Rentals	5	(1%) of cost on line 12				
35	16	Repair Service	5	employee(s) X (52 wks) or % X				
36	17	Emergency Call Back Service	10	X \$350repair threshold				
37	18	Subcontracts: (See instructions)		hrs. X (O.T. rate)				
38	19	Other Misc. direct cost		Water Treatment				
39	20	Total Other Direct Costs		cost per year				
40				(Sum of lines 13 thru 19)				
41		SECTION III: INDIRECT COSTS						
42	21	General & Administration		(8% of the sum of lines 12 & 20)				
43	22	Profit		(10% of the sum of lines 12, 20 & 21)				
44	23	Total Indirect Costs		(Sum of lines 20 21 & 22)				
45								
46		SECTION IV: GOVERNMENT'S ESTIMATE						
47	24	Fair and reasonable cost						
48								
49	25	Term of Contract						
50								
51								
52								
53								
54		Estimate prepared by:	KENNETH GRACE			Date	07/19/11	
55			Signature					
56			(b) (6)					
57								



2220 Central Ave
St. Petersburg, FL 33712

727 323 1060
FAX 727 323 4540
www.pmservicescompany.net

May 25, 2011

Regina Crews
CONTRACTING OFFICER
GENERAL SERVICES ADMINISTRATION
METROPOLITAN SERVICES CENTER
1099 14TH STREET, NW, SUITE200W
WASHINGTON, DC 20005

RE: GS-11P-08-YED-0093
Subject: Option # 3 - Contract Year # 4

Dear Ms.Crews

P.M. Services Company is pleased to respond to your MOD.PS13, referencing the above noted contract for the Franconia Complex located at 6810 and 7000 Loisdale Road Springfield, Va.22150. Here with submitted is our proposal/claim based on the Collective Bargaining Agreement (CBA) Changes for Option Year # 3, Contract Year # 4. (Copy Attached)

P.M. Services is requesting that you review the amended attached documents to verify the new pricing schedule.

The following requested fixed prices (less any reimbursable and UST Inspections) would be in effect from May 1, 2011 and continue through April 30, 2012. The prices include the (b) (4) a year (Mod. PO03 year 2003) for added equipment in Building B:

(b) (4) Annually
(b) (4) Monthly

If you have any questions, please call me on 202-470-2128 or my cell phone (202) 498-4504.

Sincerely,

(b) (6)

James E. Butland, Jr.

Associate Vice President of
Corporate Facilities

cc: Vicki Absher-GSA, Sialele Malepe-GSA; Carole Metour- PM Services,
Scott Barfield -PM Services, Craig Tavel – PM Services: Official Contract File



GS-06F-0048R

Schedule

Modified: 04/24/2011 11:11 AM



2220 Central Ave
St. Petersburg, FL 33712

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CONTRACT # GS-11P-08-YED-0093

**OPTION THREE, CONTRACT YEAR FOUR:
(FOR 05-01-2011 THROUGH 04-30-2012)**

BID/OFFER FOR 12-MONTH PERIOD.

PRICE PER MONTH FOR THE FOLLOWING BASIC SERVICE YEAR:

**OPERATION AND MAINTENANCE OF MECHANICAL
EQUIPMENT & ARCHITECTURAL/STRUCTURAL AND
SUSTAINING MAINTENANCE & REPAIRS:**

(b) (4)

**QUOTE AN HOURLY RATE FOR EACH OF THE FOLLOWING
REIMBURSABLE SERVICES:**

**REIMBURSABLE OPERATION & MAINTENANCE MECHANICAL
EQUIPMENT**

(During occupant work hours):

Per. Hour (b) (4)

REIMBURSABLE REPAIRS DURING OCCUPANT WORK HOURS

(All repairs are reimbursable by the Government):

Per. Hour (b) (4)

REIMBURSABLE REPAIRS AT OTHER THAN OCCUPANT WORK HOURS

(All repairs are reimbursable by the Government):

Per. Hour (b) (4)

MISCELLANEOUS WORK (During occupant work hours):

Per. Hour (b) (4)



GS-06F-0048R
Schedule

Woman-Owned Business

CONTRACT # GS-11P-08-YED-0093

**OPTION THREE, CONTRACT YEAR FOUR:
(FOR 05-01-2011 THROUGH 04-30-2012)**

***Additional Snow removal reimbursable per. Modification PA06

SNOW REMOVAL:

Quote price per hour for pick-up or jeep equipped with a blade for pushing snow, plus driver.

Per. Hour (b) (4)

SNOW REMOVAL:

Quote price per hour for furnishing a truck, plus driver.

Per. Hour (b) (4)

SNOW REMOVAL:

Quote price per hour for furnishing snow blower, plus operator.

Per. Hour (b) (4)

SNOW REMOVAL:

Quote price per hour for sanding services.

Per. Hour (b) (4)

SNOW REMOVAL:

Quote price per hour for furnishing a truck w/ power salter:

Per. Hour (b) (4)



CONTRACT # GS-11P-08-YED-0093

**OPTION THREE, CONTRACT YEAR FOUR:
(FOR 05-01-2011 THROUGH 04-30-2012)**

***Additional Snow removal reimbursable per. Modification PA06

SNOW REMOVAL:

Quote price per hour for furnishing a Bobcat w/ operator:

Per. Hour (b) (4)

SNOW REMOVAL:

Quote price per hour for furnishing hand laborer w/ shovel:

Per. Hour (b) (4)

SNOW REMOVAL:

Quote price per hour for furnishing Mobilization and Demobilization:

Per. Hour (b) (4)

SNOW REMOVAL:

Quote price per bag for Ice melt usage:

Per. Bag (b) (4)

SNOW REMOVAL:

Quote price per tonnage for sand usage:

Per. Ton \$ (b) (4)



GS-06F-0048R

Schedule

RECAP SHEET

Sol : PM Services Company			Franconia Distribution Warehouse Buildings		
Contract # : GS-11P-08-YED-0093			6810 & 7000 Loisdale Road		
O & M Mechanical			Springfield, Va. 22150		
OPTION THREE YEAR FOUR					
Staffing Cost Detail		Staff Hours 1 FTE=====			
FTE Qty	Description	Hourly Rate	Option Three Year Four		
1.00	Project Manager/Chief	\$	(b) (4)		376,001.60
1.00	Production Control Clerk	\$			
1.00	Lead Engineer	\$			
1.00	Engineer	\$			
1.00	General Maintenance Mechanic	\$			
1.00	General Maintenance Worker	\$			
6.00	Subtotal Salaries	\$			
Payroll Burdens					
\$5.01	W/C per 100	\$	(b) (4)		212,116.71
\$18.88	Gen-Liability per 1000	\$			
6.20%	FICA/SS	\$			
1.45%	FICA/MED	\$			
0.80%	FUTA (1st 7000)	\$			
0.25%	SUTA (1st 8000)	\$			
\$ 65.00	JAC Contributions	\$			
\$ 6.00	Pension/Hour	\$			
\$ 1,100.00	Health & Welfare from May to December 2011	\$			
\$ 1,155.00	Health & Welfare from Jan. to April 2012	\$			
	Subtotal P/R Burdens	\$			
	Subtotal Salaries & P/R Burdens	\$			588,118.31

RECAP SHEET

Sol : PM Services Company Contract # : GS-11P-08-YED-0093 O & M Mechanical OPTION THREE YEAR FOUR			Project Name: Franconia Distribution Warehouse Buildings Address: 6810 & 7000 Loisdale Road City, State : Springfield, Va. 22150		
	DESCRIPTION		Option Three Year Four		
	Subtotal Salaries & P/R Burdens	\$			588,118.31
	Office Supplies	\$			(b) (4)
	Computer Copier/fax	\$			(b) (4)
	Uniforms	\$			(b) (4)
	Supplies and Materials	\$			(b) (4)
	Tools & Equipment	\$			(b) (4)
	Centrifugal Services	\$			(b) (4)
	Eddy Current Test	\$			(b) (4)
	Water Treatment	\$			(b) (4)
	Pressure Vessels	\$			(b) (4)
	Back flow preventer inspections	\$			(b) (4)
	Telephones	\$			(b) (4)
	Cell Phones Services	\$			(b) (4)
	Subtotal	\$			682,554.39
	G & A (BID)	\$			(b) (4)
	Profit (BID)	\$			(b) (4)
	Total G&A and Profit	\$			(b) (4)
	Mod.2003 Increase for B Bldg. added Inventory	\$			(b) (4)
	Grand Total O & M	\$			805,921.76
	Fixed price per. month	\$			67,160.15



GSA FRANCONIA WAREHOUSE CENTER OPTION 3 YEAR 4 LOADED LABOR WORKSHEET

Contract # GS-11P-08-YED-0093

Mechanical

[illegible]

**ADDENDUM 6
TO
MASTER COLLECTIVE
BARGAINING AGREEMENT**

BETWEEN

**INTERNATIONAL UNION OF OPERATING
ENGINEERS, LOCAL 99-99A, AFL-CIO**

AND

PM SERVICES COMPANY

FOR

OPERATION and MAINTENANCE SERVICES

AT

**GSA Distribution Warehouse
Franconia, VA**

MAY 1, 2011 – APRIL 30, 2013

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This Addendum to the Master Collective Bargaining Agreement is by and between Local 99-99A, International Union of Operating Engineers, affiliated with the Greater Washington Central Labor Council, AFL-CIO, (hereinafter referred to as the "Union"), and PM Services Company, (hereinafter referred to as the "Employer"). That for the purpose of mutual understanding, and in order that a harmonious relationship may exist between the Employer and the Employees located at the **GSA Distribution Warehouse, Franconia Virginia**, and to the end that continuous and efficient service may be rendered by both parties for the mutual benefit of both, it is hereby agreed that:

ARTICLE 1

LABOR CLASSIFICATIONS

Section 1.1. Jurisdictions & Duties/ Descriptions

1.1.1 Jurisdictions & Duties: The jurisdiction of the Union shall extend over and include the operation, maintenance and repair of:

- All boilers, their accessories & appurtenances
- All fired and unfired pressure vessels and vacuum systems.
- All refrigeration and air conditioning machinery and their associated equipment, including maintenance and repair of cold storage spaces.
- All plumbing and piping including water, gas, heating, steam, sanitation, and fire sprinkler systems.
- All electrical equipment, circuits and switchgear, conduit, wiring, cabling, devices, lamping, appliances, and fixtures including power, lighting, fire alarm, security, and public address systems.
- All machinery and equipment used in the production of and/or for the health and comfort of the Employer's business and personnel.
- It is expressly agreed that the jurisdiction of the Union shall include any and all on-site monitoring, operation, or control of any of the equipment or systems listed above, including Energy Management Systems of any kind or description.
- Any and all equipment and building systems or structural components covered under the terms of the Employer's contract for the operation and maintenance of the GSA Distribution Warehouse in Springfield, VA.

The jurisdiction of the union covers the above to the extent the union work force is employed to operate, maintain, monitor and control the above listed systems:

It is agreed, however, that any part or parts of this jurisdiction of which the Employer has a bona fide working agreement with another Union or Unions which pre-dates this Agreement, such part or parts shall automatically be deleted from this Agreement.

It is further agreed that any repairs or maintenance which, in the opinion of the Engineer, after consultation with the Employer, are beyond the scope of the employees covered herein to perform are exempted from said jurisdiction.

The Union, in its rights, agrees to keep the equipment covered herein in a clean and orderly condition. It is agreed and understood, however, that painting shall be limited to the mechanical equipment and its immediate surrounding area. In no instance shall an employee be required to paint walls, ceilings or any area outside of the plant unless hired exclusively as painters or general maintenance workers for the aforementioned areas.

Notwithstanding any other provision contained in this Agreement, it is expressly agreed that this Agreement covers only those employees authorized and qualified to operate and maintain the equipment and perform renovation work as set forth in this Agreement and that the term "maintenance person" does not and is not intended to include custodial and janitorial employees such as charmen, charwoman, janitors, porters, elevator operators, and similar employees.

1.1.2 **Job Descriptions:** The job titles and scope of duties of the employees covered by this addendum shall be as stated below:

- **Project Manager** – is the Company representative. Oversees the operation of the facility.
- **Chief Engineer** - to be responsible for the supervision of the bargaining unit workforce and other personnel and all equipment assigned at the specific work location. To perform such duties as may be assigned to him by the Project Manager. The Chief Engineer shall hold jurisdictional licenses as required by the government contract for the site assigned to.
- **Lead Engineer** - to assist the Chief Engineer and Project Manager in supervising employees covered under the Collective Bargaining Agreement and assisting them in performing their various responsibilities.
- **Engineer** - to be responsible to the immediate supervisor only, for the safe and efficient operation and maintenance of all equipment as defined in Section 1.1 of this Article I. Works under the direct supervision of the Chief Engineer and/or Project Manager. Shall hold jurisdictional licenses as required by the Government contract.
- **HVAC Mechanic** - to perform installation, scheduled and unscheduled maintenance and repair of all equipment and systems as defined in Section 1.1 of this Article I.
- **Electrician** - to be responsible for maintenance and repair of electrical equipment under supervision of the Chief Engineer or Project Manager. Performs all electrical trades' functions necessary to install, maintain, and repair the fixtures, equipment, and systems described in the contract.
- **General Maintenance Mechanic** - To perform scheduled and unscheduled maintenance and repairs of all equipment and systems as defined in Section 1.1 of this Article I. Assist HVAC Mechanics and Stationary Engineers in installation and major maintenance tasks.

- General Maintenance Worker – perform general maintenance and repairs of equipment and buildings requiring practical skill and knowledge (but not proficiency) in such trades as painting, carpentry, plumbing, masonry and electrical work.
- Maintenance Trades Helper - to perform general building maintenance and repair activities, including carpentry, and painting. Assists a maintenance tradesman, mechanic, Engineers with maintenance tasks, repairs and other duties as assigned by his supervisor.
- Apprentice Engineer – To perform all assigned training duties under the immediate supervision of the Chief Engineer. In the performance of these duties, the Employer agrees to confirm to the Standards, as printed, of the Local 99 – 99A, I.U.O.E. Joint Apprenticeship Committee. The Apprentice Engineer shall at no time be permitted to stand an Engineer's watch nor to be assigned to a fixed routine which might interfere with his/her training program.
- Production Control Clerk - Performs all administrative duties for Project Manager. Including, but not limited to preparing weekly planned maintenance work orders, receiving and disbursing service orders, preparing end of the month reports, maintaining weekly expenditure log, performing other duties as required or directed by management.

The Union recognizes that, in an emergency, it may be necessary for the Project Manager to assist members in performing their job responsibilities. Accordingly, the Project Manager may perform any of the responsibilities identified above as may be necessary to ensure the satisfaction of the customer (the GSA).

It is further agreed that any repairs or maintenance, which, in the opinion of the Project Manager or his/her designated representative are beyond the scope of the employees covered herein to perform, are exempted from said jurisdiction.

The Union, in the exercise of its rights, agrees to keep the equipment covered herein in a clean and orderly condition.

The Union agrees that its members employed by PM Services Company will perform any and all duties required under the terms of the contract for maintenance and operation of the GSA for the GSA Distribution Warehouse in Franconia, Virginia.

ARTICLE 2

HEALTH, WELFARE and PENSION BENEFITS

Section 2.1. Health & Welfare: The Health and Welfare Benefits for employees covered under this Addendum are contained in Table (1) one below:

Health & Welfare Monthly Contribution	May 1, 2011	Jan 1, 2012	Jan 1, 2013
Single Coverage	\$498	\$523	\$549
Family Coverage	\$1,100	\$1,155	\$1,213

Table 1: Health and Welfare Benefits

Section 2.2. Pension Benefits: The Employer agrees to contribute the amount specified below per hour for all hours paid, excluding overtime hours, not to exceed 2080 hours per year, for all employees covered herein, to the Central Pension Fund of the International Union of Operating Engineers and Participating Employers.

May 1, 2011	May 1, 2012
\$6.00	\$6.25

ARTICLE 3

WAGES

Section 3.1. Base Pay Rates: The Base Pay Rates for employees covered under this Addendum are contained in Table (2) two below:

Classification	May 1, 2011	May 1, 2012
Chief Engineer	\$40.70	\$41.51
Lead Engineer	\$36.64	\$37.37
Engineer	\$32.00	\$32.64
HVAC Mechanic	\$32.00	\$32.64
Electrician	\$32.00	\$32.64
General Maintenance Mechanic	\$26.14	\$26.66
General Maintenance Worker	\$21.64	\$22.07
Maintenance Trades Helper	\$19.31	\$19.70
A.A./Prod. Control Clerk	\$23.65	\$24.12

Table 2: Base Pay Rates

The wages of the Apprentice Engineer shall be based on the Engineers wage and shall be as follows:

- 50% for the first six (6) months of apprenticeship
- 55% for the second six (6) months of apprenticeship
- 60% for the third six (6) months of apprenticeship
- 65% for the fourth six (6) months of apprenticeship
- 70% for the fifth six (6) months of apprenticeship
- 75% for the sixth six (6) months of apprenticeship
- 80% for the seventh six (6) months of apprenticeship
- 85% for the eighth six (6) months of apprenticeship

ARTICLE 4

JOINT APPRENTICESHIP COMMITTEE

Section 4.1. JAC Contributions: The Employer agrees to contribute the sums indicated in Table 3 (Three) of this Addendum per quarter, per employee covered herein to the Apprenticeship Fund of the International Union of Operating Engineers and Participating Employers.

JAC Contributions	May 1, 2011	May 1, 2012
Per quarter	\$65.00	\$65.00

Table 3: JAC Contributions

ARTICLE 5

MISCELLANEOUS

Section 5.1. Safety Shoes: The Employer agrees to contribute eighty-five dollars (\$85.00) per year per employee towards the purchase of safety shoes which must be OSHA approved. Employees must submit a current legitimate store receipt for reimbursement.

Section 5.2. Mileage Reimbursement: The Employer shall pay the IRS rate per mile to all bargaining unit employees who use their personal vehicles to conduct authorized work activity.

Section 5.3. (a) Inclement Weather Duty: Employee's who are called into work for inclement weather duty; i.e. snow & ice removal, etc., shall be paid overtime from the time they leave their residence until their shift begins or the duty is completed.

Section 5.3. (b) Inclement Weather Duty: Employee's who use their personal vehicles for the purpose of inclement weather duty; i.e. snow & ice removal, etc., on the facility grounds only, shall be paid an additional two dollars (\$2.00) per hour, above their pay rate.

ARTICLE 6

TERM OF ADDENDUM

Section 6.1. Term of Addendum: This Agreement shall be in full force and effect from the first (1st) day of May, 2011 to and including the thirtieth (30th) day of April, 2013 and shall renew from year to year unless not less than sixty (60) days prior to an anniversary date of this Agreement written notice to the contrary is given.

IN WITNESS WHEREOF, the parties hereto have set their hands and seals the day and year first above written.

PM SERVICES COMPANY
2220 Central Avenue
Saint Petersburg, FL 33712

INTERNATIONAL UNION of
OPERATING ENGINEERS,
LOCAL 99-99A, AFL-CIO
2641 Wisconsin Ave. NW
Washington, DC 20007

By: 
President/Date 05.26.11

By: 
Business Manager

Approved: May 10, 2011

By: 
PM Services Company

By: 
President

By: 
Recording Corresponding Secretary